



**Health Services**  
LOS ANGELES COUNTY

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June 8, 2006

The Honorable Board of Supervisors  
County of Los Angeles  
383 Kenneth Hahn Hall of Administration  
500 West Temple Street  
Los Angeles, California 90012

Dear Supervisors:

**APPROVAL OF AMENDMENT NO. 4 TO THE REDDINET  
SYSTEM SUPPORT AGREEMENT, LOS ANGELES  
AREA SYSTEM, (COUNTY CONTRACT NO. H-207963) WITH  
THE HOSPITAL ASSOCIATION OF SOUTHERN CALIFORNIA  
(All Districts) (3 Votes)**

CIO RECOMMENDED: ☒ APPROVE ☐ APPROVE WITH MODIFICATION  
☐ DISAPPROVE

IT IS RECOMMENDED THAT YOUR BOARD:

1. Approve and instruct the Director of Health Services, or his designee, to sign Amendment No. 4 to the ReddiNet System Support Agreement, Los Angeles Area System, (County Contract No. H-207963) with the Hospital Association of Southern California (HASC), substantially similar to Exhibit I, to extend the term six months effective July 1, 2006 through December 31, 2006, with an option to further extend the term on a month-to-month basis, at the same rate, through June 30, 2007, at a total program cost of \$73,684 for the six-month term, partially offset by grant funding from the Health Resources and Services Administration (HRSA) in the amount of \$55,000, with an aggregate net County cost of \$18,684.
2. Delegate authority to the Director of Health Services, or his designee, to sign subsequent amendments to adjust services and to increase the terminal maintenance fee and consultant trainer fee which shall be limited to no greater than fifteen percent, effective upon agreement by the parties of any such fee increase through the ending term of this agreement, upon review and approval of the Chief Administrative Office, Chief Information Officer, County Counsel and notification to the Board offices.

**PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION:**

Board approval of this action will authorize HASC to provide ongoing support for the ReddiNet System, a computerized communications system for emergency and disaster services between the County Medical Alert Center (MAC), as the Central Point, and 81 private and County hospitals, until negotiation of a new agreement is completed.

**FISCAL IMPACT/FINANCING:**

The County maximum obligation is a total of \$73,684 for the six-month period, partially offset by grant funding from HRSA in the amount of \$55,000, with a net County cost of \$18,684. The Board's approval of delegated authority to adjust services and increase the terminal maintenance fee and consultant trainer fee will allow revisions to the services as necessary and adjustment of the fees to current

market rates. Any negotiated increase will not exceed fifteen percent of the existing fee. Funding for this Amendment is included in the Fiscal Year (FY) 2006-07 Proposed Budget and will be requested in future fiscal years.

#### FACTS AND PROVISIONS/LEGAL REQUIREMENTS:

The ReddiNet Emergency Communications System (ReddiNet), which has been operating since January 19, 1989, is a computerized communications system utilizing a computer controlled microwave linkage between the Medical Alert Center (MAC), as the Central Point, and 81 private and County hospitals including Harbor-UCLA, King-Drew, LAC+USC, and Olive View-UCLA Medical Centers, Rancho Los Amigos National Rehabilitation Center and High Desert Health System.

ReddiNet is utilized on an ongoing basis to: 1) monitor the diversion status of the workload affecting emergency departments to determine the most appropriate hospital to which a 9-1-1 ambulance patient will be transported; 2) inform hospitals of incoming 9-1-1 patients; and 3) transmit and receive information from hospitals during a disaster.

ReddiNet provides an invaluable tool for determining the real time status of emergency departments throughout the County. This information is readily available to paramedic base hospitals and is used to determine the most appropriate hospital to which a 9-1-1 patient is transported. All paramedic base hospitals, including Harbor-UCLA, King-Drew, LAC+USC, and Olive View-UCLA Medical Centers, are required to install and maintain ReddiNet. Hospitals not equipped with ReddiNet are not permitted to divert paramedic 9-1-1 patients. Other entities which utilize ReddiNet include paramedic ambulances for the Los Angeles City Fire Department, Los Angeles City Fire Dispatch, Verdugo Dispatch and the Los Angeles County Emergency Operations Center. ReddiNet provides for the broadcasting of information to hospitals of suspected bioterrorism activity that could impact their emergency departments. Suspected agents, decontamination procedures and treatment protocols can be transmitted on ReddiNet.

On December 7, 2002, the Board approved a replacement agreement in order to continue HASC's ReddiNet services, effective January 1, 2003 through June 30, 2005.

The Board has approved subsequent amendments, with the most recent Amendment No. 3 approved on March 21, 2006 to continue to provide ongoing support for emergency and disaster management with a terminal management fee increase for hardware insurance premiums, and software maintenance, and a fee increase for the Bioterrorism Program for purchase of additional licenses for internet access, software modification and a consultant trainer.

Amendment No. 4 will allow HASC to continue providing support for emergency and disaster management services through ReddiNet while the Department concludes negotiations with HASC to enter into a new agreement for the provision of ReddiNet services.

The Agreement may be terminated by either party with the provision of 90 days prior written notice.

County Counsel has approved the amendment (Exhibit I) as to form.

Attachment A provides additional information.

#### CONTRACTING PROCESS:

The ReddiNet System was designed and developed by HASC under a sole source agreement with the County. The Department is not aware of any other system which provides the same benefit of rapid response in the event of a disaster to enable hospitals to divert patients to other hospitals with available beds. The system is a network system and has proven effective since its implementation in 1989.

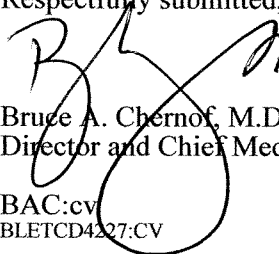
The Honorable Board of Supervisors  
June 8, 2006  
Page 3

IMPACT ON CURRENT SERVICES (OR PROJECTS):

Approval of the amendment is essential for the continuation of a reliable countywide emergency and disaster communications system with hospitals and associated emergency service providers.

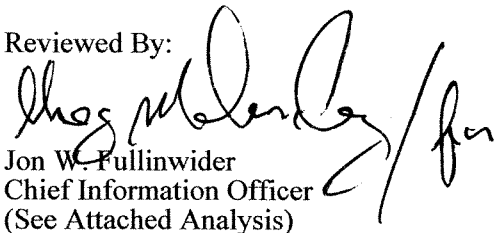
When approved, this Department required three copies of the Board's action.

Respectfully submitted,

  
Bruce A. Chernof, M.D.  
Director and Chief Medical Officer

BAC:cv  
BLETC4227:CV

Reviewed By:

  
Jon W. Fullinwider  
Chief Information Officer  
(See Attached Analysis)

Attachment (2)

c: Chief Administrative Officer  
County Counsel  
Executive Officer, Board of Supervisors

**SUMMARY OF AGREEMENT AMENDMENT**1. Type of Service:

Ongoing support services for the ReddiNet Emergency Communications System at six County-owned facilities.

2. Agency Addresses and Contact Persons:

Hospital Association of Southern California  
 515 S. Figueroa Street, Suite 1300  
 Los Angeles, California 90071  
 Attention: Cathy Winans, Senior Vice President  
 Telephone: (213) 538-0700 Fax: (213) 629-4272  
 Email: cwinans@hasc.org

3. Term:

Effective July 1, 2006 through December 31, 2006, with an option to renew on a month-to-month basis through June 30, 2007.

4. Financial Information:

<u>Facility</u>	<u>No. of Terminals</u>	<u>Services Fees</u>		
		<u>*Terminal Management</u>	<u>**Consultant Trainer</u>	<u>To</u>
Central Point (MAC)	3	\$ 0	\$ 55,000	\$ 55,000
LAC+USC MC	2	\$ 3,336	\$ 0	\$ 3,336
Harbor/UCLA MC	1	\$ 2,892	\$ 0	\$ 2,892
King/Drew MC	1	\$ 2,892	\$ 0	\$ 2,892
Rancho Los Amigos NRC	1	\$ 2,892	\$ 0	\$ 2,892
Olive View/UCLA MC	2	\$ 3,336	\$ 0	\$ 3,336
High Desert HS	2	\$ 3,336	\$ 0	\$ 3,336
Total Cost:	12	\$ 18,684	\$ 55,000	\$ 73,684
NOTE: Total Fee:		\$ 73,684		
*County Funding:		\$ 18,684		
**Grant Funding:		\$ 55,000	from Health Resources and Services Administration	

5. Facilities to be served:

The system is in operation at Harbor/UCLA, King/Drew, LAC+USC, and Olive View/UCLA Medical Centers, Rancho Los Amigos National Rehabilitation Center and High Desert Health System.

6. Approvals:

Emergency Medical Services: Carol Meyer, Director

Contracts and Grants Division: Cara O'Neill, Chief

County Counsel: Edward A. Morrissey, Deputy County Counsel

# CIO ANALYSIS

## AMENDMENT NO. 4 TO REDDINET EMERGENCY COMMUNICATIONS SYSTEM AGREEMENT NO. H-207963 WITH HOSPITAL ASSOCIATION OF SOUTHERN CALIFORNIA

CIO RECOMMENDATION: ☒ APPROVE ☐ APPROVE WITH MODIFICATION  
☐ DISAPPROVE

### Contract Type:

☐ New Contract ☒ Contract Amendment ☐ Contract Extension  
☐ Sole Source Contract ☐ Hardware Acquisition ☐ Other

New/Revised Contract Term: Base Term: 6 months # of Option Yrs: 6 months

### Contract Components:

☐ Software ☐ Hardware ☐ Telecommunications  
☒ Professional Services

Project Executive Sponsor: Carol Meyer, Director, Emergency Medical Services

### Budget Information :

Y-T-D Contract Amount	\$358,396
Requested Contract Amount	\$ 73,684
Aggregate Contract Amount	\$432,080

### Project Background:

Yes	No	Question
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Is this project legislatively mandated?
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Is this project subvented? If yes, what percentage is offset? 75 percent offset by federal funding.
<input type="checkbox"/>	<input checked="" type="checkbox"/>	Is this project/application applicable to (shared use or interfaced) other departments? If yes, name the other department(s) involved?

### Strategic Alignment:

Yes	No	Question
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Is this project in alignment with the County of Los Angeles Strategic Plan?
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Is this project consistent with the currently approved Department Business Automation Plan?
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Does the project's technology solution comply with County of Los Angeles IT Directions Document?
<input checked="" type="checkbox"/>	<input type="checkbox"/>	Does the project technology solution comply with preferred County of Los Angeles IT Standards?
<input type="checkbox"/>	<input checked="" type="checkbox"/>	This contract and/or project and its milestone deliverables must be entered into the Information Technology Tracking System (ITTS). This simply is a maintenance agreement.

**Project/Contract Description:**

The Department of Health Services (DHS) is requesting your Board to delegate authority to the Director and Chief Medical Officer of Health Services, or his designee, to sign Amendment No. 4 to the ReddiNet System Support Agreement (County Contract H-207963) with the Hospital Association of Southern California (HASC).

This Amendment will provide the following:

1. Extend the term six months with the option to further extend the term on a month-to-month basis and increase the contract sum by \$73,684, for a total of \$432,080.
2. Authorize DHS to sign subsequent amendments to adjust services and to increase the terminal maintenance fee and consultant trainer fee which shall be limited to a 15% annual increase, upon review and approval of the Chief Administrative Office, County Counsel, Chief Information Office, and notification to the Board offices.

**Background:**

The ReddiNet System implemented in January 1989 is a networked messaging system between the Emergency Medical Services Agency's Medical Alert Center (MAC), as the Central Point, and 81 hospitals including the six (6) County-operated hospitals in Los Angeles County. The original Agreement with HASC, which was approved by the Board on May 5, 1998, provided for ongoing system support services at the County-operated hospitals and MAC. Subsequently, your Board renewed the Agreement and approved Agreement Amendment No. 3 to the Agreement, to continue these support services at these County facilities through June 30, 2006.

The proposed Amendment, if authorized by your Board, will allow continued support services for emergency and disaster management, while the County and HASC complete negotiations of a new long-term agreement, which have continued longer than anticipated.

**Project Justification/Benefits:**

The ReddiNet System provides emergency and disaster communications for the MAC and 81 private hospitals within the County. It is used to monitor hospitals' emergency department diversion status, used by hospitals and paramedics to determine hospital destinations of 9-1-1 ambulance patients. The system also transmits and receives information from hospitals and the MAC during disasters. The six-month extension will allow the County and HASC time to complete negotiations to enter into a new long-term agreement.

**Project Metrics**

This is a maintenance agreement for an existing operational system and the metric is that the system will continue to operate reliably.

**Impact On Service Delivery Or Department Operations, If Proposal Is Not Approved**

This is a proprietary software and there is no other source of maintenance support. DHS' disaster response capability would be compromised because emergency departments and the MAC would be unable to communicate status.

**Alternatives Considered:**

The ReddiNet System is the only emergency and disaster communications system network linked to hospitals. There are no other vendors that can provide the system modifications and maintenance currently provided by the ReddiNet technical staff.

**Project Risks:**

None

**Risk Mitigation Measures:**

None

**Financial Analysis:**

This amendment will increase the contract sum by \$73,684. The funding for this amendment is offset by \$55,000 in federal grant funding from Health Resource and Services Administration and Centers for Disease Control.

**CIO Concerns:**

None.

**CIO Recommendations:**

My office supports this action and recommends approval by the Board.

**CIO APPROVAL**

Date Received: 05-29-2006

Prepared by: Khaled Tawfik

Date: 05-30-2006

Approved: 

Date: 6/8/2006

**REDDINET SYSTEM SUPPORT AGREEMENT  
LOS ANGELES AREA SYSTEM  
AMENDMENT NO. 4**

THIS AMENDMENT is made and entered into this \_\_\_\_\_ day  
of \_\_\_\_\_, 2006,

by and between

COUNTY OF LOS ANGELES (hereafter  
"County"),

and

HOSPITAL ASSOCIATION OF SOUTHERN  
CALIFORNIA (formerly Healthcare Association  
of Southern California), (hereafter "HASC").

WHEREAS, reference is made to that certain document entitled "REDDINET  
SYSTEM SUPPORT AGREEMENT", dated December 17, 2002, and further identified as  
County Agreement No. H-207963, and any amendments hereto (all hereafter  
"Agreement"); and

WHEREAS, it is the intent of the parties hereto to amend the Agreement to extend  
the term to December 31, 2006, or on a month-to-month basis thereafter to June 30,  
2007, and make other hereafter designated changes; and

WHEREAS, the County has delegated authority to the Director of Health Services,  
or his designee, to sign subsequent amendments to adjust services and to increase the  
terminal maintenance fee and consultant trainer fees which shall be limited to no greater  
than fifteen percent, effective upon agreement by the parties of any such fee increase  
through the ending term of this agreement, upon review and approval of the Chief



Administrative Office, Chief Information Officer, County Counsel and notification to the Board offices; and

WHEREAS, said Agreement provides that changes may be made in the form of a written Amendment; and

NOW, THEREFORE, the parties hereby agree as follows:

1. This Amendment shall become effective from July 1, 2006 and continue in full force and effect through December 31, 2006, and shall thereafter be automatically renewed without further action by the parties, on a month-to-month basis through midnight of June 30, 2007.

2. Section 2.2 of Article Two, Responsibilities of County, shall be deleted in its entirety and replaced with the following:

"2.2 For the period of July 1, 2006 through December 31, 2006 the Maximum Agreement Sum for service management fees is Seventy-Three Thousand, Six Hundred Eighty-Four Dollars (\$73,684), and is distributed as follows: Eighteen Thousand, Six Hundred Eighty-Four Dollars (\$18,684) for Terminal Management Services, and Fifty-Five Thousand Dollars (\$55,000) for Consultant Trainer Services, as set forth in Exhibit B-4 attached hereto.

For the period of January 1, 2007 through June 30, 2007, the Maximum Agreement Sum for service management fees is Seventy-Three Thousand, Six Hundred Eighty-Four Dollars (\$73,684), and is distributed as follows: Eighteen Thousand, Six Hundred Eighty-Four

Dollars (\$18,684) for Terminal Management Services, and Fifty-Five Thousand Dollars (\$55,000) for the Consultant Trainer Services.”

3. Section 3.1 of Article Three, Effective Date, Termination, Mutual Indemnity and Insurance, shall be deleted in its entirety and replaced with the following:

"3.1 The effective date of this Agreement shall be January 1, 2003, or the date first written hereinabove, whichever is later, and will remain in effect through December 31, 2006, unless a notice of termination or cancellation is provided as specified in this Agreement, hereof. Notwithstanding the above, the term of this Agreement may be extended by the Director of County's Department of Health Services ("Director") beyond the stated expiration date of December 31, 2006, for a period not to exceed six (6) months upon mutual agreement in writing between Director and HASC, on a month-to-month basis to June 30, 2007. All provisions in effect on December 31, 2006, shall remain in effect for the extension period. If Director and HASC fail to mutually agree in writing to extend the Agreement term as of the expiration date of December 31, 2006, then the Agreement shall expire on such date. In any event, this Agreement may be cancelled or terminated in accordance with the provisions of Section 3.2 hereinbelow."

4. Exhibit B-4, ReddiNet Service Fees, is added to the Agreement and attached hereto and incorporated herein by reference.

5. Except for the changes set forth hereinabove, Agreement shall not be changed in any respect by this Amendment.

IN WITNESS WHEREOF, the Board of Supervisors of the County of Los Angeles has caused this Amendment to be subscribed by its

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Director of Health Services, and Contractor has caused this Amendment to be subscribed in its behalf by its duly authorized officer, the day, month, and year first above written.

COUNTY OF LOS ANGELES

By \_\_\_\_\_  
Bruce A. Chernof, M.D.  
Director and Chief Medical Officer

HOSPITAL ASSOCIATION OF  
SOUTHERN CALIFORNIA  
(formerly Healthcare Association  
of Southern California)  
\_\_\_\_\_  
Contractor

By \_\_\_\_\_  
James D. Barber, President/Chief  
Executive Officer

APPROVED AS TO FORM BY THE  
OFFICE OF COUNTY COUNSEL  
RAYMOND G. FORTNER  
County Counsel

(AFFIX CORPORATE SEAL)

APPROVED AS TO CONTRACT  
ADMINISTRATION:

Department of Health Services

By \_\_\_\_\_  
Cara O'Neill, Chief  
Contracts and Grants Division

AMENDCD4227.CV  
cv:06/08/2006

## EXHIBIT B-4

REDDINET SERVICE FEES

July 1, 2006 through December 31, 2006

<u>Facility</u>	<u>No. of Terminals</u>	<u>* Terminal Management</u>	<u>**Consultant Trainer</u>	<u>Total</u>
Central Point	3	\$ 0	\$ 55,000	\$ 55,000
LAC+USC MC	2	\$ 3,336	\$ 0	\$ 3,336
Harbor/UCLA MC	1	\$ 2,892	\$ 0	\$ 2,892
King/Drew MC	1	\$ 2,892	\$ 0	\$ 2,892
Rancho Los Amigos	1	\$ 2,892	\$ 0	\$ 2,892
Olive View/UCLA MC	2	\$ 3,336	\$ 0	\$ 3,336
High Desert HS	2	\$ 3,336	\$ 0	\$ 3,336
Total:	12	\$ 18,684	\$ 55,000	\$ 73,684

Total Fee: \$ 73,684

\* County Funds: \$ 18,684

\*\* Grant Funding: \$ 55,000 from the Health Resources and Services  
Administration

## EXHIBIT B-4

REDDINET SERVICE FEES

January 1, 2007 through June 30, 2007

<u>Facility</u>	<u>No. of Terminals</u>	<u>* Terminal Management</u>	<u>**Consultant Trainer</u>	<u>Total</u>
Central Point	3	\$ 0	\$ 55,000	\$ 55,000
LAC+USC MC	2	\$ 3,336	\$ 0	\$ 3,336
Harbor/UCLA MC	1	\$ 2,892	\$ 0	\$ 2,892
King/Drew MC	1	\$ 2,892	\$ 0	\$ 2,892
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